App. F. IX-4

1932.33.

File No. 161-32

Previous References

Ire 22-30 (3-4)

(Ire)

Serial Nos. 1 to —

Later References

Src 140-31 (11-2)

Src 140-33 (1.6)

PRESERVED

General and Revenue Secretariat.

Serial Nos. Two

Part B for Feb 7 33

SUBJECT.

Re- Agency for the Sale of Soaps in the Punjab.

5(2) To the Director of Industries Punjab.

I am directed to forward herewith a copy of Government of India, Commerce Department letter No D 3675-C of 2/2/33 inviting the recommendations of the Director regarding the Agency for the sale of Soaps in the Punjab.

for A. Robertson
Secy
2/2/33

Soap Agency in the Punjab.

2576

General and Revenue Secretariat | Ist File No. 161 of 1932 | [App. F. III—2

Serial No.

Letter No D2 847-29-30 dated 6th Jan. 1933 from the Dir I Sc stating that Agency for the Sale of Soaps in the Punjab expired on 7th Aug. 1932 & that the same is being continued on certain revised terms & recommending that the terms for Agency may be approved & the Agency sanctioned in favour for a further period of three years from 7th Aug. 1932.

1) Subs The statement flagged P contains the list of old & new terms. The territory assigned to this Agency is not included in the list of terms.

Subs for orders.

Jones 23.1.33

2) The period of Agency expires on 7.8.31 and the proposals for continuing it are now received for marking after. The Director has always accepted the terms suggested by the Chemist. The proposals may have to be circulated to Bds affected. The terms proposed appear to be generally acceptable.

3) Under the terms of the new Calcutta Agency a consolidated Commission of 20% was proposed & accepted by Govt — no separate percentage being allowed for advertisement etc. It seems desirable to allow under the terms of all Agencies in future only a consolidated rate of Commission instead of this mixed elaborate terms as now. If this is approved the Director may be requested to draw

NOTE—Contn. Sheet.

This aspect is mine in proposing agency terms herewith

Dy
26.1.33

Secy

OFFICE OF THE FIELD
No. 4790

4) The proposal of the Director may be approved. 1A

5) To fix a certain amount for advertisement in the present case would work cheaper than giving them 20% consolidated commission.

First Member.

Chief.
25.1.33. Dy 25/1/33

7) A. Approved

Secy
25/1/33

Chief.
26.1.33.

DR Dy 26/1/33

8) Submit with a draft for approval

K.M.R. AY
27.1.33.

Secy
Dy 27.1.33

N.D. 675-6 D) 2/2/33 Media & Campaigns
Sanction for the communication of the Director

GENERAL & REVENUE

B
Secy
16/2/33

Telegraphic Address.—"INDUSCOM." Dte 161-32-1 D 2576

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

In reply please refer to
No. D2-847/29-30
Encl. 3

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 3rd January *193* 3

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT BRANCH,

TO

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Agency for the sale of Soaps in the Punjab

With reference to G. O. No. 1606-7/I & C 22-30-4 dated the 12th/14th September 1931 sanctioning the above agency in favour of Messrs. Narang & Co., Lahore, for a period of one year from 7th Augt. 1931, I have the honor to state that the period of the agency expired on the 7th Augt. 1932. The same is being continued from 7th August 1932 on certain revised terms. A comparative statement showing the old and the revised terms submitted by the Industrial Chemist are enclosed herein for the information of Government. The terms now granted are as discussed by the Industrial Chemist personally with the agents during his recent deputation. They had been submitted to and approved by me while at Simla during my recent deputation. The Agents had applied for exemption from payment of security deposit but they were informed that as it would be inviduous to discriminate in this respect among the agents, this condition could not be waived. Another statement showing the terms now granted to the Punjab agents as compared with those under which the Calcutta Agents worked satisfactorily for 3 years is enclosed for the information of Government from which it will be seen that both the terms are identical. The Industrial Chemist therefore reports that the business in the Punjab area will considerably increase under the revised terms now granted to the agents as shown by experience elsewhere. The special features of the new terms are that they provide for larger quantities of sales than those provided in the old terms and also for the grant of a special rebate of Rs 6/- per case for soaps taken over and above 151 cases under certain categories by way of special inducement to the agents to push sales.

I therefore recommend that these terms may be approved by Government and the agency sanctioned in their favour for a further period of three years from the 7th August 1932.

The Industrial Chemist will be requested to obtain the necessary stamped agreement from the agents incorporating the revised terms.

I have the honor to be,
Sir,
Your most obedient servant,

N. Rama Rao
Director.

USC)3

GOVERNMENT SOAP FACTORY, BANGALORE.

Copy of the terms provisionally discussed and accepted by me and Messrs. B. L. Narang & Co., Lahore, regarding the renewal of the Agency for the sale of our - products.

1. The period of Agency shall be three years.

2. Guarantee of Sale: 1st year not less than Rs. 20,000/-
2nd year not less than Rs 30,000/-
3rd year to be fixed on the end of second year.

3. Commission 10% (Except in the case of Vanishing Cream Etc., Etc., when extra is given).

4. Dealers Commission 2½%.

5. Special Rebate: After 150 cases of Toilet Soaps (namely Sandal, Gulab, Jasmine and Lavender) have been taken delivery of a rebate of Rs.6/- per case of 24 dozen tablets will be -- allowed from the 151st case onwards. Other products dont come under this category.

6. Advertisement: Provided we (The Agents) spend not less than Rs. 50/- a month on advertisement the factory to allow Rs.100/- a month. The full amount of Rs. 150/- a month i.e., Rs. 1,800/- a year must be spent on advertisement.

7. Soaps etc., to be delivered free on rail in Agents territory.

8. Territory: The Punjab, Kashmir, Delhi Province and other Native States in these boundaries.

9. Payments: 90 days Bills through the Imperial Bank.

--000--

Industrial Chemist
and Chemical Engineer.

kv)

COMPARITIVE STATEMENT SHOWING THE OLD AND THE NEW TERMS OFFERED TO MESSRS. B.L.NARANG & CO., LAHORE.

Old Terms	New Terms.
PERIOD OF AGENCY: One Year	PERIOD OF AGENCY: Three Years.
GUARANTEE OF SALE: Rs. 15,000/-	GUARANTEE OF SALE: 1st year not less than Rs. 20,000/- 2nd year not less than Rs. 30,000/- 3rd year's guarantee to be fixed at the end of second year.
COMMISSION: 10 per cent (Except in the case of Vanishing Cream etc., when extra - is given).	COMMISSION: 10% (Except in the case of Vanishing Cream etc., when extra is given).
DEALER'S COMMISSION, ADVERTISEMENT, Etc: 5%	DEALER'S COMMISSION: 2½ per cent. SPECIAL REBATE: After 150 cases of Toilet Soaps (namely Sandal, Gulab, Jasmine and Lavender) have been taken - delivery by the Agents, a rebate of Rs. 6/- per case - of 24 dozens tablets will be allowed from the 151st -- case onwards. Other products do not come under this - category. ADVERTISEMENT: Provided the Agents spend not less than Rs. 50/- a month on advertisement the factory should allow Rs.100/- a month. The full amount of Rs. 150/- a month or Rs. 1,800/- a year must be spent on advertisement.
DELIVERY: Free on rails at any Railway Station excluding Simla - Kalka Railways.	DELIVERY: Free on Rail in Agents areas.
PAYMENT: 60 days bill through bank	PAYMENT: 90 days bill through Bank.
SECURITY DEPOSIT: Rs. 1,000/-	SECURITY DEPOSIT: Rs. 1,000/-.

KV/29-11-1952.

INDUSTRIAL CHEMIST
AND CHEMICAL ENGINEER.

COMPARITIVE STATEMENT SHOWING THE NEW TERMS OFFERED TO MESSRS. B. L. NARANG & CO., LAHORE, AND THE OLD TERMS OFFERED TO MYSORE AGENCY, CALCUTTA.

	Messrs. B.L.Narang & Co.	Mysore Agency.
Period ...	Three years.	Three years.
Guarantee ...	1st year ... Rs.20,000 2nd year ... Rs.30,000 3rd year to be fixed.	N i l.
Commission ...	Ten per cent	Ten per cent.
Dealer's Discount ...	2½ per cent	2½ per cent.
Special Rebate	Rs. 6/- per case of Toilet Soap after 150 cases.	Rs. 6/- per case after 180 cases.
Advertisement ...	Provided Narang spends not less than Rs50/- the Factory pays Rs. 100/- a month.	Provided Mysore Agency spends not less than Rs.50/- a month the Factory pays Rs. 100/- a month.
Payment ...	90 days time.	90 days time and one per cent cash discount
Security Deposit. ...	Rs. 1,000/- (Narang wants this waived).	Rs. 1,000/-
Delivery ...	F.O.R. Lahore etc.	F. O. R. Bangalore.

INDUSTRIAL CHEMIST
AND CHEMICAL ENGINEER.

KV/29-11-1932.

G.R.S. App. F VI G-2]

SUBJECT .....

.....

.....

3 copies

Diary No. of letter replied to .....

General and Revenue Secretariat

( )

the 193 .

Date of issue 2/2/33

Signed by .....

May this be

(i) Printed ?

(ii) treated as a standing order ?

(iii) published in the Gazette, English Part?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, Kannada Part ?

Sec. Dte

File No. 161-32

Serial No. 9

Proceedings of the Government of His Highness the Maharaja of Mysore.

Read—

G.O. No. D. 1606-7/Dte 22-30-4 dated 14th Sep. 1931, sanctioning the Continuance of the Agency of Messrs B.L. Narang & Co., Lahore, for the Sale of Soaps in the Punjab for a further period of one year with effect from 7th Aug. 1931. on certain terms.

Letter No. Dy-847/29-30 dated 6th Jan. 1932 from the Dir of Dte reporting that the period of the above Agency expired on the 7th Aug. 1932 and recommending in the circumstances explained ~~the Agency of~~ the above Agency that Messrs B.L. Narang & Co

Under instructions of the Govt of India
for the Sale of Soaps in the
Punjab may be continued
for a further period of three
years with effect from 7th Aug 1932,
on the following revised terms:—

(1) Period of Agency: ..... Three years.

(2) Guarantee of Sales: 1st year not less than Rs 20,000/-
2nd year not less than Rs 30,000/-
3rd year's guarantee to be fixed
at the end of second year.

(3) Commission: ..... 10% (Except in the case of
Vanishing Cream etc in which the Commission payable
~~when extra is given~~ will be regulated separately)

(4) Dealer's Commission: 2½% per cent.

(5) Special Rebate: After 150 cases of Toilet Soaps
(namely Sandal, Gulab, Jasmine,
and Lavender) have been taken
delivery of by the Agents, a rebate
of Rs 6/- per case of 24 dozen tablets
will be allowed from the 151st case onwards.
Other products do not come under this category.

List of enclosure

(6) Advertisement: Provided the Agents spend not less than
Rs 50/- a month on advertisement the factory
~~shall~~ will allow Rs 100/- a month. The full
amount of Rs 150/- a month or Rs 1,800/- a year
~~should~~ must be spent on advertisement.

(7) Delivery: Free on Rail in Agents' area

(8) Payment: Ninty days bill through Bank

Copied by

(9) Security Deposit: Rs 1,000/-

Examined by

(10) Territory: The Punjab, Kashmir, Delhi Province
and the Agency ~~District~~ States in these boundaries.

Order No. D 3175- dated

The recommendation

WD 02560 --GPB --11,250 --2-7-30

G. R. S. App. F. G. 3.

GENERAL AND REVENUE SECRETARIAT.

(*Continuation sheet draft form.*)

Dir is sanctioned. The Dir is requested to forward a copy of the stamped agreement embodying the terms of the agency as revised.

Mem

27.1.33 for Secy. to Govt

Dev. Dept.

To the Dir of Ind.

The Comptroller.

AV

30/1/33

WD 0255—GPR—10,000—23-8-32

PROCEEDINGS OF THE GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

Read:-

Government Order No.D.1606-7/I.&.C.22-30-4 dated the 14th September 1931, sanctioning the continuance of the agency of Messrs. B.L. Narang & Co., Lahore, for the sale of soaps in the Panjab for a further period of one year, with effect from 7th August 1931, on certain terms.

Letter No.D2.847/29-30 dated 6th January 1932, from the Director of Industries and Commerce, reporting that the period of the above agency expired on the 7th August 1932, and recommending in the circumstances, explained, that the above Agency for the sale of soaps and other products of the Government Soap Factory in the Panjab and adjacent areas may be continued for a further period of three years with effect from 7th August 1932, on the following revised terms :-

(1) Period of Agency.	Three years.
(2) Guarantee of sales.	First year not less than Rs. 20,000/-, 2nd year not less than Rs.30,000/-, 3rd year's guarantee to be fixed at the end of second year.
(3) Commission.	10% (Except in the case of vanishing cream etc., in which the commission payable will be regulated separately).
(4) Dealer's Commission.	2½ per cent.
(5) Special Rebate.	After 150 cases of Toilet Soaps (namely Sandal, Gulab, Jasmine, and Lavender) have been taken delivery of by the Agents, a rebate of Rs.6/- per case of 24 dozen tablets will be allowed from the 151st case onwards. Other products do not come under this category.
(6) Advertisement.	Provided the Agents spend not less than Rs.50/- a month on advertisement the factory will allow Rs.100/- a month. The full amount of Rs.150/- a month or Rs.1,800/- a year should be spent on advertisement.
(7) Delivery.	Free on Rail in Agent's area.
(8) Payment.	Ninty days bill through Bank.

P.T.O.

(9) Security Deposit. Rs. 1,000/-

(10) Territory.- The Panjab, Kashmir, Delhi Provinces and the Indian States in these boundaries.

ORDER NO. D 6725-6/IK 151-32-2

Dated, Bangalore, the 30th January 1933.

The recommendation of the Director is sanctioned.

For Secretary to Government,
Development Department.

To

The Director of Industries and Commerce in Mysore.
" Comptroller to Government.

K.".P.3/30-1-33.